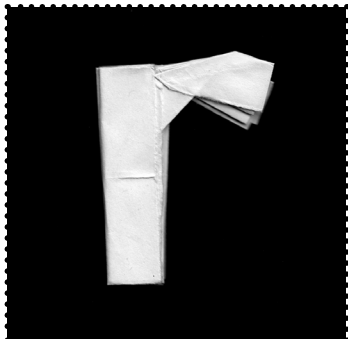
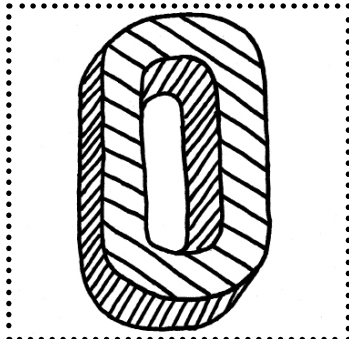
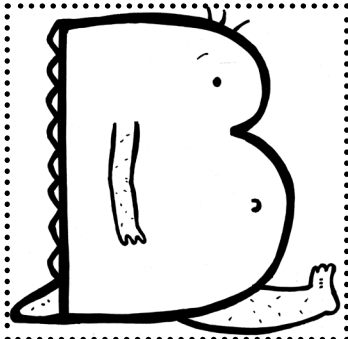
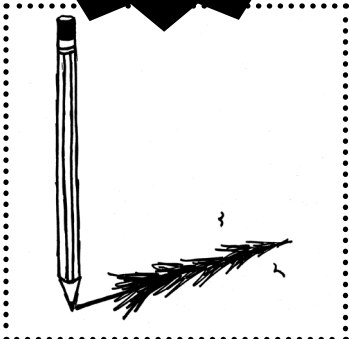
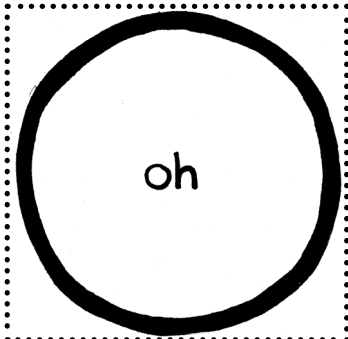
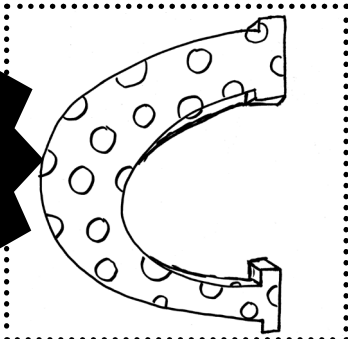
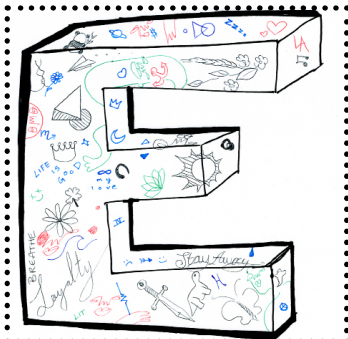
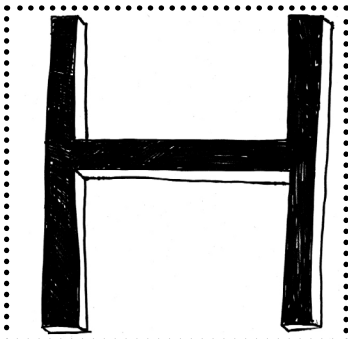
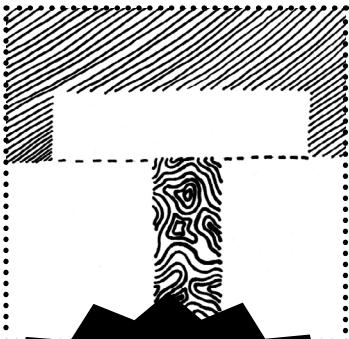


Version
2.0
Now even more
collaborative!



The Collaborator:
Unite. Reflect. Build Empathy.

Simple Progress, LLC.

THE COLLABORATOR:

Unite. Reflect. Build Empathy.

The Collaborator is designed to better unite your team around a shared goal, while also building empathy for the diverse mindsets that exist within a group. Use the five activities included in this toolkit to put *The Collaborator Mindset Matrix* to work.

Defining Roles p. 03

Clarify the needs of your project, and assign mindset-driven roles.

The Kick-Off p. 12

Unite your team by creating your own Project-Based Collaboration Manifesto.

The Post-Mortem p. 19

Celebrate and reflect upon your team's collaboration, and continuously improve.

Build Empathy p. 29

Break out of the mindsets you most commonly adopt by using empathy exercises.

The Collab Canvas p. 32

Create space for transparent dialogue around the collaborative relationship.

*For each of these five activities, reference and review **The Collaborator Mindset Matrix** (included in your download)*

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DEFINING ROLES

Clarify the needs of your project, and assign mindset-driven roles.

“A lamp cannot play the role of the Sun and the Sun cannot play the role of a lamp.”

– Amit Kalantri

DEFINE ROLES

INTRODUCTION

You've probably heard the phrase "too many cooks in the kitchen." It's used when there are too many people trying to play the same role on a project, leading to inefficiency, lack of clarity, and conflict.

Take a look at any restaurant kitchen and you will see more than a bunch of cooks doing the same thing. You'll find individuals playing wildly different roles, with different priorities, but all with the same goal: to serve customers delicious food in a timely manner.

To accomplish this, kitchens employ a variety of roles related to cooking:

- Line cooks to handle various elements of the cooking process
- Dishwashers to keep things clean for kitchen staff and restaurant goers
- Wait staff to enter orders and bring the food to customers
- A Sous chef to direct all the action and ensure everything in the kitchen is coordinated and meets quality standards
- A head chef to manage the staff, costs, and create the menu

Strong teams play to each team member's individual strengths and experience. Individuals are given roles, formally or informally, and are responsible for employing that role throughout to ensure the team is successful.

In this activity, you'll clarify the needs of an upcoming project, then use the Mindset Matrix to assign loose roles for each team member to ensure the team is balanced, and to allow team members to use their strengths and experience for the greater good.

DISCLAIMER: It's important to note that mindsets change based on circumstances. You may use one mindset for one project, then shift to a very different mindset for another project. It all depends on your natural temperament, the temperaments of others on your team, and the needs of the project.

■ Define Roles

DESCRIBE THE PROJECT

Have the project leader or team member write a short description of the project at hand. Include:

- The problem(s) you are trying to solve
- The timeline, deadline, and/or major milestones
- What success looks like

Read the description aloud and make sure everyone agrees. If there is not agreement, rewrite it (in the space below) until there is.

QUESTIONS & TASKS

As a team, list out all the questions that need to be answered, and the tasks that need to be completed, for this project to be successful.

Note: Throughout this activity, we'll be using a hypothetical project – the planning of a 500-person virtual conference – as a way to give examples.

Questions

What topics will we cover in the conference?
 What format will we use for each session?
 What digital platform are we using?

Tasks

Decide on topics for the conference
 Decide on format (panels, length of sessions, etc.)
 Research and select a digital platform

■ Define Roles

Questions

Tasks



■ Define Roles

Next, review the Mindset Matrix, and as a team, do your best to categorize the tasks by the mindset that would best fit to lead them (affinity mapping). There may be repeats. For example:

Tasks

Decide on topics for the conference
Decide on format (panels, length of sessions, etc.)
Research and select a digital platform

Mindset

Entrepreneur; Systems Thinker
Realistic Executor
Systems Thinker; Decision Maker

Tasks

Mindset

SELECT YOUR MINDSETS

Have everyone reread the Mindset Matrix and select their most natural 1-2 mindsets. Next, have each person share their choices with the group, along with a very short explanation of how they made those choices. Allow discussion if others disagree with these self-assessments. For example:

Tessa

Primary Mindsets: Purpose Driven / Caregiver

Why: “I spend 5 hours/week volunteering on my kids’ school’s parent-teacher association. I love making other people feel cared for and have strong values.”

Take another look at your tasks, which are now loosely grouped together. Compare the self-selected mindsets of the team with the results of your “Questions & Tasks” exercise.

Which mindsets are not represented? If one or more mindsets are not represented, consider whether they are important to achieving your goals for this project. If they are important, move on to the next question to see if any team members are willing to take on this mindset. Or consider taking on a new team member with this mindset. If this mindset is not essential for this project, simply ignore this gap.

Which mindsets are over-represented? If one or more mindsets are over-represented, consider challenging some team members to adopt a new mindset for this project. If that is not possible, or if you run into serious resistance, you may want to consider expanding or redesigning your team.

■ Define Roles

MAKE ASSIGNMENTS

Earlier in this activity, you categorized the project's questions based on the mindset most equipped to answer those questions. Now, assign one person to each category of questions based on their primary mindset. For example:

<u>Tasks</u>	<u>Mindset</u>	<u>Assigned to...</u>
<i>Decide on topics</i>	<i>Entrepreneur; Systems Thinker</i>	<i>James</i>
<i>Decide on format</i>	<i>Realistic Executor</i>	<i>Davina</i>
<i>Select a platform</i>	<i>Systems Thinker; Decision Maker</i>	<i>Kate</i>

Strive for as even of a responsibility load as possible. Be careful not to give one person too much responsibility.

Keep in mind, some questions/tasks require a lot more effort than others. One person's list may appear longer than another's, but the weight of the questions/tasks should even out in the end.

Define Roles

Tasks

Mindset

Assigned to...

MAKE A COMMITMENT

Have everyone give a 30-60 second share about their primary mindset, questions they need to answer, and tasks they are responsible for.

Notes

Now you are ready to get started with the project as you normally would! Be sure to also check in as a team at key milestones using The Post-Mortem. That exercise can be found on **page 19** of this toolkit.

THE KICK-OFF

Unite your team
by creating your
own Project-Based
Collaboration Manifesto.

“Give me six hours to chop down
a tree and I will spend the first
four sharpening the axe.”

– Abraham Lincoln

THE KICK-OFF

INTRODUCTION

The first part of the process is all about the project mindset. Before you assemble your team, make sure you assign a **Team Lead** for the workshop. The **Team Lead** will answer the following prompts, and will serve as the facilitator for the exercise. **Everything on this page must be completed before the workshop.**

Describe the project (including the scope and problem you are tackling).

For Example: *Design a website for a doggy day care.*

Write down any current deadlines/timeline the project includes.

For Example: *Launch in the next 90 days.*

Before you get together as a team, assign a **Scribe** for the kick-off meeting. The **Scribe** will be responsible for populating your team's responses to each prompt in the **Worksheet (Page 09)**. They will know to do this when they see prompts to do so in *blue italics*. This is very important to do as it will serve as a "cheat sheet" for Phase 03 of the toolkit, "The Manifesto."

To begin, the **Team Lead** discusses the project at hand, including the scope, the problem the team is going to solve, any current deadlines/timeline for the project, and the specific responsibilities of each team member.

Scribe:

- Add the name of the **Team Lead** to line D1 of your manifesto worksheet.
- Add the names of each team member to line E1

THE PURPOSE

In the simplest terms possible, discuss as a team “what are we making/doing here?” (e.g. a doggy day care website) Next, have **each individual team member**:

1. Summarize the intended outcome for the project in on a Post-It.
2. Stick their Post-It to the wall under the heading of “**intended outcome**”.

For Example: *Intended Outcome*

<i>Professional but fun automated work flow</i>	<i>Public website anyone can access</i>	<i>Digital storefront to attract clients</i>
---	---	--

Next, in the simple terms, discuss as a team the impact this project will have on the client, end user, or world at large (e.g. it will make money; it will create a seamless customer experience).

1. Have each person summarize why that outcome matters in up to 5 words on a Post-it note.
2. Have each person stick their Post-It note(s) to the wall under the heading of “**why that outcome matters**”.

For Example: *Why that outcomes matters to the project*

<i>Simplify operations & attract customers</i>	<i>Get more doggy clients</i>	<i>Make money to stay open</i>
--	-----------------------------------	------------------------------------

■ The Kick-Off

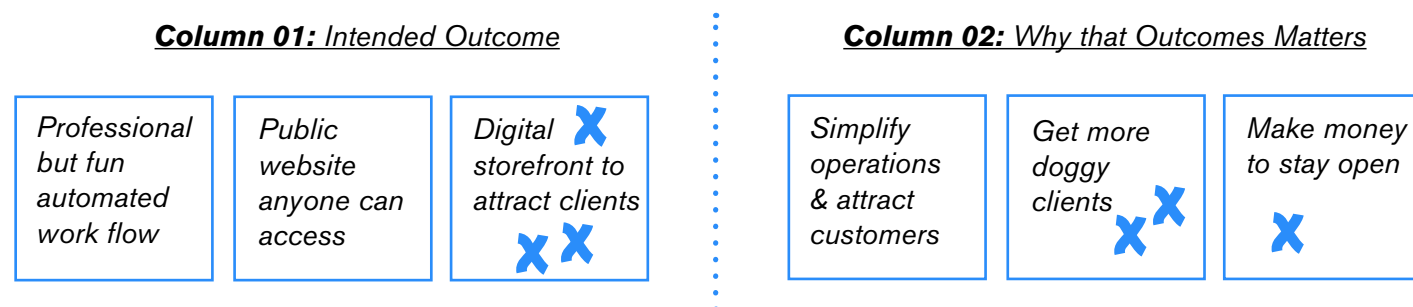
Finally, review submissions and briefly discuss the importance of each, and...

1. Silently vote on what you feels is the most important, or most encapsulating. **Each team member gets two votes.**
2. Take the top voted submission from **each** column (“intended outcome” and “why that outcome matters”). In case of a tie, attempt to combine.

Scribe:

- Tally up the votes for the “intended outcome”, and add the winning submission(s) to line A.
- Tally up the votes for “why that outcome matters”, and add the winning submission(s) to line B.

For Example:



THE TEAM

Have each team member take a few minutes to review **The Mindset Matrix** and identify the section that best describes the role they will take **within the context of this project.**

1. Invite **each team member** to share their selection, and the thought process behind selecting it.
2. Review, and discuss **as a group**: Do the outcomes of the project match the mix of mindsets on the team? If “no”, consider re-evaluating the mindset that each member will adopt for this particular project.

Scribe:

- Write down the **Team Lead's** mindset on line D2.
- For each additional team member, write down their mindset on line E2.

■ The Kick-Off

Keeping in mind the risk of communication overload, determine as a group one primary and one secondary method for communication for the project: In-person, Phone, Text/ Slack, Video Call, Email, Smoke Signals, Other (specify)

- Scribe:**
- *Add the group's selection for the primary method to line F1.*
 - *Add the group's selection for the secondary method to line F2.*
-

As a team, discuss the things most likely to get in the way of this project's success. Determine the top two challenges and write each of them down in up to 5 words.

- Scribe:**
- *Add the first challenge to line G1.*
 - *Add the second challenge to line G2.*
-

Next, **as a team**, discuss ways to overcome each of these two challenges. Determine the top two solutions and write each of them down in up to 5 words.

- Scribe:**
- *Add the first agreed-upon solution to line H1.*
 - *Add the second agreed-upon solution to line H2.*
-

If the team fails to overcome one of its challenges, what will you do? Discuss this **as a team**. *For example, if a deadline is missed you agree to work the weekend.*

- Scribe:**
- *Add how you will handle failure in up to 5 words to line I.*
-

As a team, talk about how you will celebrate success. Summarize this in up to 5 words. *For example, have a pizza party.*

- Scribe:**
- *Add how you will celebrate success in up to 5 words to line J.*
-

As a team, come up with a name for your project. This is just for you, and can be silly or serious.

- Scribe:**
- *Add your agreed upon project name to line C.*

As a team, come up with a team name for your project. This should be a plural noun. For example, team "hippopotamus".

- Scribe:**
- *Add your team name to line K.*

■ The Kick-Off

PROJECT MANIFESTO

Reference the responses recorded in the **Appendix (Manifesto Worksheet)** to complete the following Manifesto. Consider doing this out loud as a team. You may choose to write this out on a separate piece of paper or type it up digitally. Note that grammar, tense, etc. may need to be modified slightly to read appropriately. Once the manifesto is populated and any adjustments are made, have a volunteer read it out loud. **Complete the workshop with a group high-five!**

We are [K], and our project is [C]. Our project's intended outcome is [A]. This matters because [B].

[D1], a/an [D2] is our Team Lead.

Our team also includes:

[E1], a/an [E2].*

* Continue this until all team members are represented.

Our primary means for communication as a team is [F1].
Our secondary means for communication as a team is [F2].

Some of the things that can get in the way of our success include [G1] and [G2]. When these challenges arise, we will overcome them by [H1], and [H2].

We will handle failure as a team by [I]. We will celebrate success as a team by [J].

Go [K]!

MANIFESTO WORKSHEET

A:

.....

B:

.....

C:

.....

D1:

.....

D2:

.....

E1:

.....

E2:

.....

Continue until every team member is represented.

F1:

.....

F2:

.....

G1:

.....

G2:

.....

H1:

.....

H2:

.....

I:

.....

J:

.....

K:

.....

THE POST- MORTEM

Celebrate and reflect
upon your team's
collaboration, and
continuously improve.

“Habit rules the unreflecting herd.”

– William Wordsworth

THE POST-MORTEM

INTRODUCTION

If you have ever read your childhood journal during adulthood, you will agree that reflecting on the past – our wins, our mistakes, our struggles - can lead to profound personal insights and ideas for how to move forward toward a life well lived.

In this activity, you'll learn a simple framework for reflecting on collaborative work projects. There are two slightly different versions: one to use in the middle of a project or upon reaching major milestones, and one to use after the project has been completed.

If you're in the middle of a project, this will give your team the chance to do more of what's going well, and make necessary course-corrections to finish strong. If you've completed the project, this will give your team the chance to recognize a job well done, and find ways to do even better in the future.

- For guidance on mid-project check-ins, jump to **page 21**
 - To conduct an end-of-project check-in, jump to **page 25**
-

THE MID-PROJECT CHECK-IN

First, enlist a scribe to write responses. If working remotely, we suggest using a virtual whiteboard such as Mural or Miro to capture ideas in real-time.

What's been going well? Taking turns, have each team member share 1-3 things that have been successful so far. For example:

- We've been getting along well as a team
 - We've kept the client engaged through the process
 - We've met most of our deadlines
-

What hasn't been going so well? Have each team member share one thing that could be improved about the project so far. For example:

- Our team doesn't seem to be on the same page
 - The client is not responding in a timely manner
 - We've missed several deadlines
-

What have we learned so far? Have each team member share one thing they have learned during this project. It could be a skill they got better at, a better understanding of how to work with the team, a challenge they overcame, etc. For example:

- I learned that I need to communicate more with my team so we can stay on the same page
 - I learned that I burn out around 4pm each day
 - I learned that this project has more moving parts that I thought!
-

■ The Post-Mortem

What could be improved? Taking into consideration all the responses so far, have each team member share 1-2 things that could be improved about the project. Be as specific as possible. Focus on tangible things and observable behaviors that most or all members of the team can benefit from. For example:

- I would like to see us have shorter meetings
 - I would like to see us use more positive language when communicating
 - I would like to have a better sense of what people are working on
-

Vote: Give each team member two votes. As anonymously as possible, have team members vote on their top 2 improvements from the previous prompt. Tally the votes and select the top 2-3 suggestions.

.....

Write as a commitment: Rewrite the top suggestions as commitments for the rest of this project. For example:

- Moving forward on this project, we commit to scheduling more 30-minute meetings and fewer 60-minute meetings
 - Moving forward on this project, we commit to using more positive language when we communicate with clients
 - Moving forward on this project, we commit to communicating what we are working on each day with one another
-

Mindset Reflection: Individual

Have everyone take 1-2 minutes to read the Mindset Matrix. Then give the team a few minutes to reflect on the following questions individually.

- Looking back, which mindset have you been applying the most?
- What's an example of how it has shown up?
- Moving forward, which mindset(s) do you want to apply more often? Less often?

Then have each person share their responses.

■ The Post-Mortem

Mindset Reflection: Group

As a team, discuss the following questions one at a time:

- Which mindset(s) has our team been missing?
 - Which mindset(s) have been dominating so far?
 - Are there any adjustments we need to make regarding the balance of mindsets on our team? What can we commit to?
-

Assign: Revisit your commitment list and add any commitments that emerged from the Group Mindset Reflection.

Ask for volunteers to be the owner for each of the top suggestions. Volunteers ideally have a mindset that is compatible with the commitment. There should only be one owner per commitment. For example:

- Moving forward on this project, we will schedule more 30-minute meetings and fewer 60-minute meetings (Mindset: Realistic Executor)
- Moving forward on this project, we will use more positive language when we communicate with clients (Mindset: Caregiver)
- Moving forward on this project, we will each communicate what we are working on each day to one another. (Mindset: Realistic Executor)

NOTE: Owners are not responsible for others' behavior, but they are responsible for encouraging other team members to follow through on their promises reporting back to the team in future reflection meetings about steps taken toward improvement.

■ The Post-Mortem

Final share-out: Have each team member share one action they will commit to coming out of this meeting. Be as specific as possible, and make sure it relates to the exercises and commitments above. For example:

- The next time I want to schedule a 60-minute meeting, I will make it 30 minutes instead
- Before sending my next client email, I will re-read it and incorporate more positive language
- At the end of each day, I will communicate with my manager my top 3 goals for the following day

Then congratulate yourselves for a job well done!

.....

THE END-OF-PROJECT CHECK-IN

First, enlist a scribe to write responses. If working remotely, we suggest using a virtual whiteboard such as Mural or Miro to capture ideas in real-time. Do this activity at the very end of a project, or soon after it has been completed.

What's been going well?

Taking turns, have each team member share 1-3 things that were successful about the project. For example:

- We got along well as a team
 - We kept the client engaged through the process
 - We met most of our deadlines
-

What hasn't been going so well? Have each team member share one thing that could have been improved about the project. For example:

- Our team didn't seem to be on the same page
 - The client didn't respond in a timely manner
 - We missed several deadlines
-

What did we learn? Have each team member share one thing they learned during the project. It should be something that can be applied to future projects. It might be a skill they got better at, a better understanding of how to work with the team, a challenge they overcame, etc. For example:

- I learned that I need to communicate more with my team so we can stay on the same page
 - I learned that I burn out around 4pm each day
 - I learned that this type of project has more moving parts that I thought!
-

■ The Post-Mortem

What could have been improved? Taking into consideration all the responses so far, have each team member share 1-2 things that could have been improved about the project. Be as specific as possible. Focus on tangible things and observable behaviors that most or all members of the team could benefit from in the future. For example:

- I would like to see us have shorter meetings
 - I would like to see us use more positive language when communicating
 - I would like to have a better sense of what people are working on
-

Vote: Give each team member two votes. As anonymously as possible, have team members vote on their top 2 improvements from the previous prompt. Tally the votes and select the top 2-3 suggestions.

.....

Write as a commitment: Rewrite the top suggestions as commitments for future projects. For example:

- On future projects, we will commit to scheduling more 30-minute meetings and fewer 60-minute meetings
 - On future projects, we will commit to using more positive language when we communicate with clients
 - On future projects, we will commit to communicating what we are working on each day with one another
-

Mindset Reflection: Individual: Have everyone take 1-2 minutes to read the Mindset Matrix. Then give the team a few minutes to reflect on the following questions individually.

- Looking back, which mindset have you been applying the most?
- What's an example of how it has shown up?
- On future projects like this, which mindset(s) do you want to apply more often? Less often?

Then have each person share their responses.

■ The Post-Mortem

Mindset Reflection: Group: As a team, discuss the following questions one at a time:

- Which mindset(s) were missing on this project?
 - Which mindset(s) dominated this project? How did that help? How did that get in the way?
 - Are there any adjustments we need to make regarding the balance of mindsets on our team for future projects? What can we commit to?
-

Assign: Revisit your commitment list and add any commitments that emerged from the Group Mindset Reflection. Ask for volunteers to be the owner for each of the top suggestions. Volunteers ideally have a mindset that is compatible with the commitment. There should only be one owner per commitment. For example:

- On future projects, we will schedule more 30-minute meetings and fewer 60-minute meetings (Mindset: Realistic Executor)
- On future projects, we will use more positive language when we communicate with clients (Mindset: Caregiver)
- On future projects, we will each communicate what we are working on each day to one another. (Mindset: Realistic Executor)

NOTE: Owners are not responsible for others' behavior, but they are responsible for encouraging other team members to follow through on their promises reporting back to the team in future reflection meetings about steps taken toward improvement.

■ The Post-Mortem

Final share-out: Have each team member share one action they will commit to coming out of this meeting. Be as specific as possible, and make sure it relates to the exercises and commitments above. For example:

- The next time I want to schedule a 60-minute meeting, I will make it 30 minutes instead
- Before sending my next client email, I will re-read it and incorporate more positive language
- At the end of each day, I will communicate with my manager my top 3 goals for the following day

Then congratulate yourselves for a job well done!

.....

BUILD EMPATHY

Break out of the mindsets you most commonly adopt by using empathy exercises.

“We come together because we fulfill each others’ needs at some level or other.”

– Ram Dass

BUILD EMPATHY

A SERIES OF PROMPTS

Strong collaborators are able to empathize with a diverse range of mindsets. As you can see in The Collaborator Mindset Matrix, eight distinct mindsets, each with their own set of values and challenges, exist. In order to better understand these unique mindsets, put yourself in their shoes by completing the following prompts:

Realistic Executor

1. Think of something you've always wanted to do in your immediate neighborhood/city. Do it in the next three days.
 2. Create a detailed written plan for your week.
 3. Go an entire week without procrastinating.
-

Decision Maker

1. Write down a decision you are struggling with. Make the decision in the next 24 hours.
 2. When is the next time you'll need to find something to eat? In the next 3 minutes, decide what it'll be.
 3. Next time you sit down to watch a movie or TV show, decide what it will be within two minutes of turning on your TV.
-

Entrepreneur

1. Write a list of 10 ideas for activities an 8-year old could do when they say "I'm bored."
2. Brainstorm a new product/service that your place of employment/study could launch. Name it.
3. Think of a product you use every day (or nearly every day). Brainstorm a new feature that could improve it.

■ Build Empathy

Caregiver

1. Send a text to a friend or family member you haven't spoken with in a while
 2. Do something nice for someone you work with, but don't know very well.
 3. Create a Spotify playlist for your team.
-

Teacher/Mentor

1. Teach another person how to do something you can do in your sleep.
 2. Write step-by-step instructions for making your favorite sandwich. It can be no longer than a page and must require at least two condiments.
 3. Find someone who wants your advice. Give it to them.
-

Systems Thinker

1. Think of a problem that you face on a regular basis (small or large). Reflect on the root cause of the problem by asking "why?" five times.
 2. Sketch (or write a description of) a Rube Goldberg machine that feeds a cat. It must have at least five steps.
 3. Think of an activity you do fairly often. Break that activity down into at least 20 steps.
-

Well-rounded Learner

1. Pick up a new skill in the next 24 hours.
 2. Select a random Wikipedia article, and read from the bibliography.
 3. Research an art form you don't like very much.
-

Purpose-Driven

1. Write a personal mission statement.
2. List three things you care more about than anyone else you know.
3. Google "Personal Values" and find a long list of personal values. Select the 10 that best describe you. Then choose your top five. Find a way to demonstrate one of these values by the end of the day.

THE COLLAB CANVAS

Create space for
transparent dialogue
around the collaborative
relationship.

“Alone we can do so little;
together we can do so much.”

– Helen Keller

THE COLLAB CANVAS

INTRODUCTION & BEST PRACTICES

The following is an excerpt from “Collaborative Analysis”, a chapter from the Give All toolkit series by verynice. For more, visit giveall.io

The goal of a collaboration between two organizations is to identify the shared value of working together. Both organizations should aim to create additional value through a partnership that collaboratively delivers impact to intended stakeholders while also enabling financial sustainability.

- Reciprocity is key. The goal of a collaboration between two organizations is to identify the shared value of working together. Both organizations should aim to create additional value through the partnership.
- In any successful collaboration, all parties involved should work individually to play to their own individual strengths while also advising one another actively on the tasks that contain a shared skillset.
- The value of a collaboration should be openly discussed as it comes to fruition, and as it starts to fall apart. This can be done by acknowledging the value that is coming out of a partnership. This can increase transparency.
- The value of a collaboration does not only need to be monetary, but can also be related to the brand image and equity that is gained.
- Anyone can collaborate, but not everyone should.
- While it is ideal that each collaborator would be able to create impact and revenue through the partnership, it is common that one partner is more successful at one of these tasks as opposed to both.
- It is important to remember that the value of a collaboration is inherently different for each party involved. Take the time to understand how this differs, and recognize the power dynamic involved.
- If one organization sees less value in a collaborative effort than the other, the working relationship will be harmed.

On the following page, we have a canvas with a series of guiding questions to help you and your partner establish a strong working relationship that is built upon reciprocity, and playing to each other's strengths.

THE COLLAB CANVAS

Consider the ways in which the potential collaboration can help amplify impact, generate additional revenue, and further exemplify key 'Other Factors' (AKA core competencies, resources, experience, etc.) for both organizations. The Collab Canvas (below) will help you guide your thoughts.

<p>YOUR “OTHER FACTORS”:</p> <p>In what ways do your core competencies, resources, etc. compliment your potential collaborator?</p> <p>In what ways do they contrast?</p> <p>Why would working with this potential collaborator be a good fit for you?</p>	<p>VALUE: IMPACT</p> <p>What type of impact does this collaboration make possible?</p> <p>How is it made greater by working together?</p>	<p>YOUR POTENTIAL COLLABORATOR’S “OTHER FACTORS”:</p> <p>In what ways do your potential collaborator's core competencies, resources, etc. compliment your organization?</p> <p>In what ways do they contrast?</p> <p>Why would working with your organization be a good fit for this potential collaborator?</p>
<p><i>Referring to The Collaborator Mindset Matrix, which mindset(s) do you/ your team bring to the table?</i></p>	<p>VALUE: REVENUE</p> <p>What potential does this collaboration have to generate increased revenue?</p> <p>How are the funds earned and distributed among the collaborators?</p>	<p><i>Referring to The Collaborator Mindset Matrix, which mindset(s) do your collaborator bring to the table?</i></p>

■ Just in case...

NOTES & IDEAS

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